

**Narendra Kumar**  
**B. Tech (Mechanical)**  
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## Career Objective

“To associate with a growth-oriented company and strive to achieve the goals of the organization, contemplating sustained individual growth through hard work and self-improvement and innovations, in any demanding work/working conditions”

## Professional Profile

- ⇒ A competent professional with **15 years & 8 months** of qualitative experience in Vendor Development with organisations of repute.
- ⇒ Currently designated as **Chief Manager** with **M/S Escorts Limited Faridabad** A strategic planner with adeptness in implementing new development with cost effective to achieve saving in terms of material and procurement cost and Strategic Sourcing activities with team of 18 person.
- ⇒ Proficiency in formulating sourcing strategies, Cost Saving, Capacity enhancement, inflation/deflation, vendor identification /development.
- ⇒ Excellent interpersonal, analytical and negotiation skills with proven track record of utilizing process-oriented approach towards accomplishment of cost, profit & organizational goals.

## Core Competencies

- ⇒ Identifying and developing potential vendors/ suppliers for achieving cost effective purchases of material, achieving reduction in prices, and timely delivery with better quality.
- ⇒ Selecting new suppliers on the basis of their facilities, infrastructure, present customer base, nature of items handled, availability of technical skill and nature of items to be procured.
- ⇒ Procurement of the new development at competitive prices
- ⇒ Timely procurements of parts & follow-ups for new developments.
- ⇒ Cost estimation & price negotiation with the vendors for new components
- ⇒ Cost saving thru alternate sourcing
- ⇒ Capacity Enhancement
- ⇒ Inflation/Deflation
- ⇒ Technology Projects

## Work Experience

**Chief Manager at Escorts Limited, Faridabad**

**May 2016 to till date**

It's one of the biggest Tractors manufacturing company in India for Domestic & Export.

### **Key Functional Area; Vendor devolvemnt**

#### **Key Responsibilities:**

- ⇒ Sourcing strategies, Cost Saving, Capacity enhancement, inflation/deflation, vendor identification /development.
- ⇒ Purchase & procurement of new development and vendor identification for assembling the **TRACTOR such as electrical, harnesses, rubber & plastic, tubes and proprietary Items.**
- ⇒ Receiving the drawings of new projects
- ⇒ Develop new component as per drawing at existing and new suppliers.
- ⇒ Responsible for feasibility of Drawings by selecting the vendors.
- ⇒ Responsible for conducting Drawing review meeting with vendors for feasibility issue, quality improvement & standardization
- ⇒ Short listing the quotation from different vendors

- ⇒ Negotiating Rates with Vendors based on final vendors.
- ⇒ Ensuring Purchase order for sample stage and pilot lot & regular production till handover.
- ⇒ Coordinate for Inspection of components from Quality.
- ⇒ Ensuring Parts quality & approval of parts.
- ⇒ **Co-ordination** with production planning and control to meet production target of new models till handover.
- ⇒ Organizing daily meeting to achieve the project time line & project targets at the end of day.

### **Major Projects Undertaken:**

- ⇒ **Development of BO parts (more than 5000Parts) related to projects such as;**
  - Premium Model(88HP)
  - Economical Model(88HP)
  - EURO 60/EURO 55 Model
  - 6075 PRO Model
  - FT6045/FT 6050 Turkey Model
  - Mexico Model (6050 2WD/4WD and 6075 2WD/4WD)
  - USA Model (6050 and 6075)
  - Compact Tractor (22HP,26HP & 28HP)
  - CRDI 75HP Model
  - CRDI NT75HP Model
  - AC Cabin Model (NT-75, CRDI-75,110HP, NT-75 Stage V, Crdi-75 Stage V)
  - C45 Model (FT/PT)
  - Steeltrac
  - PT-30NT
  - Technology Project like, **Electric Model, Stage V Models (107hp, 90HP, 75HP, 50HP, 35HP)**
  - **Localization of Electric Model (Import Parts)**
  - Make in India Project
  - Cost Saving
  - Capacity Project (related to Prop Parts)
  - FSC Related Project (Related to Prop Parts)

### **Deputy Manager at Eicher Tractors, Mandideep (M.P) (A Unit of Tafe Motors & Tractors)** **Sep 2013 to April 2016**

It's one of the biggest Tractors manufacturing company in India for Domestic.

#### **Key Functional Area: Vendor devolvment**

#### **Key Responsibilities:**

- ⇒ Spearheading of tasks like: purchase & procurement of new development and vendor identification for assembling the **TRACTOR AGGREGATES such as Sheet Metal & Fabrication, Electrical, and Rubber & Plastic parts, Pipes, Hardware & proprietary Items.**
- ⇒ Receiving the drawings of new projects
- ⇒ Develop new component as per drawing at existing and new suppliers.
- ⇒ Responsible for feasibility of Drawings by selecting the vendors.
- ⇒ Responsible for conducting Drawing review meeting with vendors for feasibility issue, quality improvement & standardization
- ⇒ Short listing the quotation from different vendors
- ⇒ Negotiating Rates with Vendors based on final vendors.
- ⇒ Ensuring Purchase order for sample stage and pilot lot & regular production.
- ⇒ Coordinate for Inspection of components from Quality.
- ⇒ Ensuring Parts quality & Coordinating for CAPA with Suppliers for quality issues.
- ⇒ To ensure optimum inventory levels at stores to achieve maximum cost saving without hampering the

production process

- ⇒ **Co-ordination** with production planning and control to meet production target of new models till handover.
- ⇒ Preparing meeting Data for development of projects month wise.
- ⇒ Organizing daily meeting to achieve the project time line & production targets at the end of day.

**Major Projects Undertaken:**

- ⇒ **Development of Sheet Metal & Fabrication, BO, Hardware, Pipes, Rubber Hoses, Rubber parts (810Parts) related to projects such as;**
  - New Styling Model(85HP)
  - 557 Model (50HP Tractor)
  - 380PS Model
  - 278 Model
  - 650Model
  - 85HP Model
  - 548 PS Model
  - Small HP Tractor(18HP)
  - Implementation of Raised Bumper on 548 Model
  - Implementation of Swinging Draw Bar Assy on 548 & 557 Model Export
  - Implementation of TT Pipes

**Assistant Manager at International Tractors Ltd (Sonalika Group), Punjab**

**Apr 2009 to Aug 2013**

It's one of the biggest **Tractors manufacturing** company in India for Domestic & Export Quality

*Key Functional Area; Vendor development.*

**Key Responsibilities:**

- ⇒ To purchase & procurement of new development and ECN and vendor identification for Assembling such **as Rubber & Plastic parts, Pipes, Hardware & proprietary Items.**
- ⇒ Receiving the drawings.
- ⇒ Distribution of component drawing to vendor by selecting the vendors.
- ⇒ Short listing the quotation from different vendors.
- ⇒ Negotiating Rates with Vendors for most of the items purchased by the Organisation.
- ⇒ Providing Purchase order for sample stage and pilot lot & regular.
- ⇒ Coordinate for Inspection of components from Quality.
- ⇒ Ensuring procurement of components well in time to meet the project target date.
- ⇒ Developing a strong vendor base for the organisation. Creating an extreme competitive environment which resulted in improving the bottom-line.
- ⇒ Responsible for conducting Drawing review meeting with vendors for quality improvement & standardization.
- ⇒ Planning of procurement material as per project Plan.

**Major Projects Undertaken:**

- **Development of BO Parts (1000Parts) related to New Projects such as;**
  - Front Axle 4WD in-house
  - Multi speed transmission 90HP & 60HP(In-house)
  - Garden Trac (18HP)
  - AC Cabin Tractor
  - 110 HP Tractor
  - 120 HP Tractor
  - Etrac Project
  - SPL Loader Tractor

- Homologation Projects
- ECN related Project
- **Cost Saving for following parts over current production for specific model;**
- Steel Disc OIB (from UK) -33 Lacs/annual
- Friction Disc OIB (from UK) -81 Lacs/annual
- Hyd.Steering Unit (From India & Turkey)-2.4 Core/annual
- Steering Column (From India)- 12 Lacs/annual
- Hyd.Cylinder (from India)-78 Lacs/annual
- GardenTrac Saving (Tyre & Rim from India)-48 Lacs/annual
- **Procurement Planning of Material As per Project Plan**

**Senior Engineer at Panalfa Auto Elektrik Ltd, Gurgaon**

**June 2008 to March 2009**

**It's assembling such as Starter motor & Alternator assy for Export Quality**

*Key Functional Area; Vendor development & Purchase.*

**Key Responsibilities:**

- ⇒ Purchase of regular parts & procurement of new development and ECN and vendor identification for Assembling such as Starter motor & Alternator assy.
- ⇒ Receiving drawings.
- ⇒ Distribution of component drawing to vendor by selecting the vendors on basis of their capacity.
- ⇒ Short listing the quotation from different vendors.
- ⇒ Negotiating Rates with Vendors for most of the items purchased by the Organisation.
- ⇒ Providing Purchase order for sample stage and pilot lot & production stage.
- ⇒ Inspection of components from Quality.
- ⇒ Ensuring procurement of components well in time to meet the production target date.
- ⇒ Developing a strong vendor base for the organisation. Creating an extreme competitive environment which resulted in improving the bottom-line.
- ⇒ Planning of procurement material as per production Plan.

**Major Projects Undertaken:**

- **Development of Alternate Source**
- **Cost Saving**
- **Procurement Planning of Material As per Production Plan**
- **Compliance the schedule with Suppliers As per Schedule**

**Engineer at Imperial Auto Industries, Faridabad**

**Jul 2005 to June 2008**

**Imperial Auto Industries Ltd.** one of the biggest Hoses manufacturing company in India.

**Key Functional Area; Vendor development & Purchase.**

*ISO 14001, TS 16949 certified company*

**Key Responsibilities:**

- ⇒ Systematic Planning of material as per production Plan.
- ⇒ Managing Procurement, Vendor Development, and Projects.
- ⇒ Calculating component cost.
- ⇒ Vendor development & evaluation
- ⇒ Preparing MRM for department.
- ⇒ Evaluate vendor performance with feedback on performance (based on Quality, Cost, Delivery & Service)

- ⇒ Product & process audit to ensure quality of product at vendor end.
- ⇒ Vendor up gradation
- ⇒ New Product development activities Monitoring & follow up with supplier as per their Timing Plan
- ⇒ To make purchase order & schedule & release to suppliers and maintain record.
- ⇒ Control incoming of material on the basis of requirement.

**Notable Achievements:** Major Projects Undertaken:

- **Cost Saving on Turning & M/C Components: -**
  - Project Cost Saving: Rs.50 Lakhs
- Time Period: 2007 to 2008**

## Professional Qualification

- ⇒ **B. Tech (Mechanical)** from S.S.I.T.M. Aligarh, U.P Technical University Lucknow in 2005 with 72%.
- ⇒ **Diploma (Mechanical)** from P.M.V Polytechnic, Mathura, B.T.E University Lucknow in 2002 with 76%

## Training Attended

**Successfully attended the following training programs:**

- ⇒ 3M & 5S
- ⇒ JIT & KANWAN
- ⇒ 7QC Tools

## Computer Forte

- ⇒ **Comprehensive exposure in the following:**
  - Knowledge of Working on SAP Software, Oracle
  - MS Office, Excel, MS Word, PowerPoint.

## Personal Profile

<b>Father's Name:</b>	Devicharan Sharma
<b>Date of Birth:</b>	05/07/1990
<b>Language Known:</b>	Hindi, English.
<b>Current Address:</b>	Faridabad
<b>Permanent address:</b>	Vill-Bhagat Nagaria, Post-Surir, Distt-Mathura (U.P.)

**Date:**

**Place:**

(Narendra Kumar)